



James (Jim) P. Cochrane Selected as Chief Information Officer and Executive Vice President

Please see below and attached the memorandum from Mr. Donahoe announcing the selection of James (Jim) P. Cochrane as Chief Information Officer and Executive Vice President.

October 24, 2013

OFFICERS

SUBJECT: Chief Information Officer and Executive Vice President

I am pleased to announce the appointment of James (Jim) P. Cochrane as Chief Information Officer (CIO), effective immediately.

As the Postal Service continues initiatives to add value to the mail for our customers, technology and information products and services are increasingly important to our corporate strategy; and Jim is well-suited to lead our efforts in these areas. As CIO, he will oversee the integration of technology and innovation in all aspects of our operations. Additionally, Jim will direct the advancement of new mail intelligence, engineering systems, information technology systems, payment technology, and corporate information security to meet the changing needs of today's marketplace.

Prior to being named CIO, Jim served as Vice President of Product Information, where he and his team were responsible for innovations in technologies and tracking systems—including the Intelligent Mail barcode (IMb) and Intelligent Mail package barcode (IMpb)—and increasing the business intelligence they provide. Working together cross-functionally, the team's efforts resulted in ongoing improvements in scanning and tracking performance, leading us to record- high service levels in those areas.

Throughout his 39-year postal career, Jim has served in a variety of roles, including Vice President, Product Visibility and Operational Performance; Vice President, Ground Shipping; Associate Vice President of Marketing and Strategy for the Expedited Package Services strategic business unit; and Associate Vice President of Sales for the former Northeast Region, where he was responsible for commercial sales of \$12 billion annually. Prior to those roles, Jim served 25 years in operations, including positions as District Manager of Customer Service and Sales for the Washington, D.C., Metropolitan Area, and Senior Plant Manager of Northern Virginia.

Jim holds a master's in Public Administration from American University's School of Public Affairs.

Please join me in congratulating Jim and giving him your full support in this new role.

Patrick R. Donahoe